



Department of Community Services & Development

*Low-Income Weatherization Program
Farmworker Housing Component
Request for Proposal
2019-RFP-64*

Bidders' Conference

February 6, 2019

Overview



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Program Overview and Purpose



- ❖ California Climate Investments and LIWP Considerations
 - Greenhouse Gas Reduction Fund
 - Project oversight through California Air Resources Board
 - Appropriations guided by:
 - Assembly Bill 109 – appropriated LIWP Funding for Fiscal Year 2017-2018
 - Senate Bill 856 – appropriated LIWP Funding for Fiscal Year 2018-2019
 - Senate Bill 89 – requires CSD to give weight and priority to applicants that can demonstrate they have existing ties to the local communities they would be serving. Applies to both the Farmworker Housing Administrators and their subcontractors
 - Assembly Bill 1550 – established expenditure targets for projects located within a Disadvantaged Community and for projects within a ½ mile of a Disadvantaged Community
- ❖ Farmworker Needs
 - Provides a description of the needs of farmworkers and the desire for proposals that offer energy efficiency and solar PV services that are coupled with other benefits to address the household needs of farmworkers
- ❖ Program Goals and Objectives
 - Goal #1 – Reduce GHG Emissions
 - Goal #2 – Provide Co-Benefits to Farmworker households

CSD Outreach and Engagement Opportunities



- ❖ March 27, 2018 – Request for Information (RFI) inviting stakeholders to contribute information to assist the development of the FW program component
- ❖ June 29, 2018 – Fresno Public Workshop: Single-Family Farmworker Energy Efficiency and Solar Photovoltaic Program Design Presentation
- ❖ July 16, 2018 – Sacramento Public Workshop: Single-Family Farmworker Energy Efficiency and Solar Photovoltaic Program Design Presentation
- ❖ July 16, 2018 – Public Hearing LIWP Draft Program Guidelines – Farmworker Housing Component
- ❖ October 24 – 25, 2018 – Fresno and Bakersfield Workshops - Farmworker Housing Component program design and technical assistance assessment
- ❖ November 16, 2018 – Salinas Workshop – Farmworker Housing Component program design revisions and continued engagement
- ❖ December 13, 2018 – Update on program design decisions and stakeholder feedback
- ❖ January 8, 2019 – Overview of the draft Farmworker Housing Component RFP
- ❖ Technical Assistance Surveys
- ❖ Matchmaking Platform - <https://tinyurl.com/LIWPFarmworker>



Review of Stakeholder Informed Decisions cont.

- ❖ Service Territories – Expanded county structure to include 12 counties with the highest farmworker populations. The 12 counties were divided into two, 6-county regions, to promote stronger community ties with program administrators and partner organizations.
- ❖ Regional Allocations – Established area allocations.
- ❖ Minimum Expenditure Requirement – Established a minimum county allocation/expenditure of 10% (direct service budget).
- ❖ Contract Term – Modified to add six months to contract term.
- ❖ SIR Amount – Modified the Savings to Investment Ratio from 1.0 to .7 for energy efficiency measures (Solar Water Heating and Solar PV remain at a SIR of 1.0).
- ❖ Point Distribution/Emphasis– Modified points per RFP element to ensure the points allocated fairly value low cost bids/budgets.
- ❖ Regional Administrator Procurement – Modified to allow for one bidder to apply and be awarded both regions.
- ❖ Cap on Non-Energy Efficiency Measures (Other Direct Costs) – Adjusted the allocation to 25% of the direct service budget.
- ❖ Solar PV Allocation – Reduced the Solar PV allocation to 25% of the direct service budget

Review of Stakeholder Informed Decisions



Summary of Material Changes	
RFP Section	Summary of Changes
Section 1.2, Purpose and overview of the RFP	The total initial allocation for the program has been increased from \$10 million to approximately \$10.5 million.
Section 2, Proposer Minimum Qualifications	The minimum qualification that all Project Team members have experience performing the work for which they are proposed in the county proposed has been changed to the region being proposed. County-specific experience continues to be preferred and applicants that can provide closer ties to the county or community are more likely to receive a higher score.
Section 3.3, Program Goals and Objectives	CSD added language to its General Installation Guidelines (See Measure Standards in the Bidders' Library) regarding actions to be taken by a Farmworker Housing Administrator if a deferral condition exists outside of the scope of the program. In addition, Proposers are asked to describe deferral strategies in their Workplan (Section 6.5) and consider healthy housing strategies among potential co-benefits (Section 6.6).
Section 3.15.1, Project Level Reporting	CSD has included an example of data transfer rules (DTRs) in the Bidders' Library to provide Proposers with additional information. Successful awardees will have an opportunity to review, discuss and request modifications to the DTRs if deemed necessary during the contract negotiation process.
Section 6, Proposal Requirements and Scoring	To provide clarification regarding proposal requirements and content, changes have been made to Section 6, now entitled Proposal Requirements and Maximum Points. Changes include providing clarification when similar language was used in multiple sections and providing new attachments with templates to assist Proposers with responding to select requirements (Attachments 16, 17, and 18). CSD has also multiplied the proposal's maximum points by a factor of ten, while leaving the relative value of each scored component unchanged.
Attachments Containing Forms	CSD will provide Proposers with an MS Word version of the RFP, which includes forms that are required to be completed and returned. This includes Attachments 1, 6, 16, 17, and 18.



Review of Stakeholder Informed Decisions cont.



Summary of Material Changes	
RFP Section	Summary of Changes
Attachment 10, Proposal Scoring Criteria	To provide Proposers with a more uniform evaluation methodology, CSD has included a revised set of assessment methods for proposal evaluation.
Attachment 11, Exhibit D, Special Terms and Conditions	Additional terms and conditions that are common to CSD programs have been added to this section in order to provide Proposers with more information.
Attachments 4 and 19, Additional State Certifications	Two new attachments have been added to ensure compliance with State contracting requirements.
Bidders' Library, Measure Standards, Central Cooling Repair and Replacement Measure	CSD will maintain the 10 SEER or less efficiency requirement as is outlined in the Feasibility Criteria section of the Central Cooling Repair and Replacement Measure Standard but will modify the criteria to allow replacement of cooling units above the 10 SEER requirement if the existing appliance is 10 years or older. Please see the revised Measure Standard in the Bidders' Library for the specific feasibility criteria.
Bidders' Library, Measure Standards, Ceiling Fans	To provide some flexibility with this Measure, CSD will allow replacement of existing inoperable ceiling fans that contain light kits with new ENERGYSTAR® rated ceiling fans.
Bidders' Library, Measure Standards, Freezer Replacement	Recognizing that the typical housing stock that will be served as part of the LIWP Farmworker Housing Component is older, an exception has been added that will allow freezers to be plugged into a shared receptacle, provided the amperage rating of the new freezer does not exceed that of the existing freezer.
Bidders' Library, Measure Standards, Solar PV and Propane Fuel Switching	CSD has updated the Solar PV Measure Standard to address systems that are installed in conjunction with fuel conversion. In this scenario, the system shall be sized to produce no more than 80% of the household's annual baseline energy consumption plus the added consumption created by fuel conversion.





Overview of the Procurement Process

Procurement Documents

- ❖ Official procurement documents
 - ❖ RFP
 - ❖ Attachments
 - ❖ Bidders' Library
 - ❖ Other Referenced Documents
- ❖ Where can they be found?
 - ❖ Cal eProcure (www.caleprocure.ca.gov) Event 0000011721
 - ❖ LIWP Website (<http://www.csd.ca.gov/LIWP/Farmworker.aspx>)



Overview of the Procurement Process

Cal eProcure

❖ Cal eProcure

- ❖ Official RFP site
- ❖ RFP documents, questions and answers, requests for changes, and addenda
- ❖ Sign up to receive notifications
- ❖ Consider using it as way to advertise yourself as a prime or subcontractor
- ❖ It is not how questions will be submitted to CSD

❖ www.caleprocure.ca.gov

- ❖ Event ID 0000011721



Overview of the Procurement Process

Procurement Timeline

❖ Key Action Dates (RFP Section 5.1)

Date	Item Description
1/22/2019	2019-RFP-64 is released
2/6/2019	Bidders' Conference (10:00 AM to 2:00 PM Pacific Time)
2/8/2019	Potential Proposers submit optional Letter of Intent to Bid
2/12/2019	Last day for Proposers to submit written questions
2/19/2019	Last day for Proposers to request a change in the requirements of the RFP
3/7/2019	Last day for Proposers to submit Final Proposals (due by 5:00 PM Pacific Time)
4/15/2019	CSD posts the "Notification of Intent to Award"
4/22/2019	Last Day for Proposers to Protest the Intent to Award
4/23/2019	Proposed Award Date



Overview of the Procurement Process

Procurement Official

- ❖ Ms. Tina Schaffer, CSD Contracts Unit
 - ❖ E-mail: LIWP@csd.ca.gov Phone: (916) 576-5312
 - ❖ Contract information in RFP Section 5.3
- ❖ Single point of contact during the procurement
- ❖ Process for communication is detailed in the RFP



Overview of the Procurement Process Questions and Requests

- ❖ Process: See RFP Section 5.4
 - ❖ Verbal communication is not binding on either party
- ❖ CSD will post its responses on Cal eProcure
- ❖ Questions seek clarification in the form of answers
- ❖ Requests for change seek changes to the RFP in the form of addenda



Overview of the Procurement Process Requirements of Note

- ❖ Bidders' Library
 - ❖ Measure Standards
 - ❖ Policies
- ❖ Attachments
 - ❖ Certifications related to Subcontractors and Partners
 - ❖ Attachments 1 – Certify that relevant proposal commitments have been vetted
 - ❖ Attachment 18 – Statement of Commitment
 - ❖ Forms that are required to be included in the proposal, if applicable
- ❖ Reminder to review the entire RFP and referenced documents in detail



CSD Resources

Email: LIWP@csd.ca.gov

Website: www.csd.ca.gov/liwp - Subscribe to our LIWP e-mail list

Facebook: www.facebook.com/CaliforniaDepartmentOfCommunityServicesDevelopment

Twitter: https://twitter.com/ca_csd

